

Message Text

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R 222119Z MAY 74

FM SECSTATE WASHDC

TO AMEMBASSY BUCHAREST

AMEMBASSY SOFIA

UNCLAS STATE 107364

E.O. 11652: N/A

TAGS: BEXP RO BU

SUBJ: STATE OF GEORGIA IOGA TRADE MISSION

REF: 10 FAM 973, BUCHARES 2159

1. STATE OF GEORGIA OFFICIALS MET WITH COMMERCE IN WASHINGTON MAY 9 TO DECLARE THEIR INTEREST IN MOOUNTING A TRADE MISSION TO ROMANIA DURING THE MONTH OF NOVEMBER 1974. THEY HAVE MANIFESTED THEIR INTEREST IN THE EASTERN EUROPE MARKET BY ESTABLISHING A POSITION OF DIRECTOR OF EASTERN EUROPE IN ITS ATLANTA OFFICE AND HAVE ALREADY CONTRACTED FOR THE SERVICES OF ONE ALAN STROSS, WHO REPORTEDLY ENGAGED IN EASTERN EUROPE MARKETING OVER THE PAST TWENTY YEARS.

2. THIS STATE GROUP HAS ESTABLISHED SEVERAL OVERSEAS OFFICES AND HAS A PROVEN RECORD OF SUCCESSFUL TRADE MISSION PROMOTIONS IN SOUTH AMERICA. THE GEORGIA GROUP IS PREPARED TO ADEQUATELY FINANCE SECRETARIAL, INTERPRETER AND OTHER ADMINISTRATIVE COSTS SO AS TO REQUIRE A MINIMUM SUPPORT FROM THE EMBASSY.

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3. STATE OFFICIALS HAVE VISITED WITH THE ROMANIAN AMBASSADOR

DURING HIS RECENT VISIT TO ATLANTA AND STROSS VISITED
WITH ROMANIAN COMMERCIAL OFFICERS IN WASHINGTON AND
NEW YORK AND REPORTEDLY RECEIVED ENCOURAGEMENT TO
CONSUMMATE A MISSION. WE ARE AWARE OF THE HEAVY
POST PROMOTION SCHEDULE (BUCHAREST 2159). HOWEVER IN VIEW OF
THE OUTSTANDING PERFORMANCE AND INTEREST EXHIBITED BY
THE STATE OF GEORGIA GROUP AND ITS REASSURANCE THAT
MINIMUM POST ASSISTANCE WILL BE REQUIRED, WE WOULD
APPRECIATE EMBASSY VIEWS ON PROPOSED GEORGIA MISSION DURING
NOVEMBER. RUSH

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